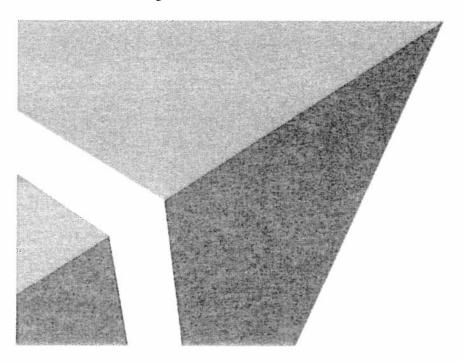
### **Delta's Michigan Impact**

**Government Affairs January 12, 2010** 

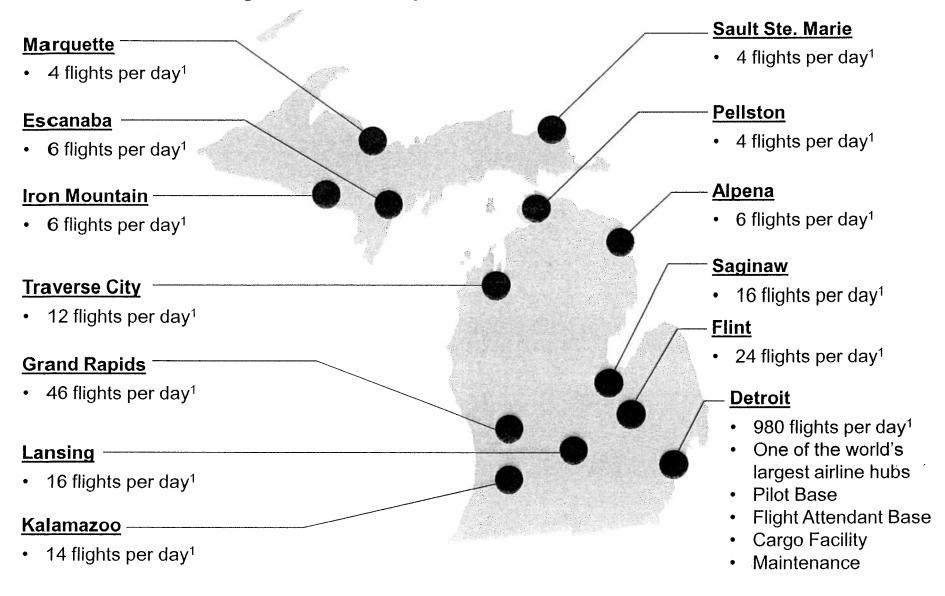




### Delta & Michigan's Global Numbers

New nonstop inter-continental destinations from Detroit in 13 · Delta Destinations in Michigan 2009 and 2010 Shanghai, Rome, Seoul, Hong Kong Total nonstop Delta · International nonstop Delta 155 28 destinations from Detroit destinations from Michigan Delta departures from Detroit · Countries with nonstop Delta 490 16 • One of the 10 largest service from Michigan airline hubs in the world Delta system-wide Delta system-wide countries 65 356 destinations served

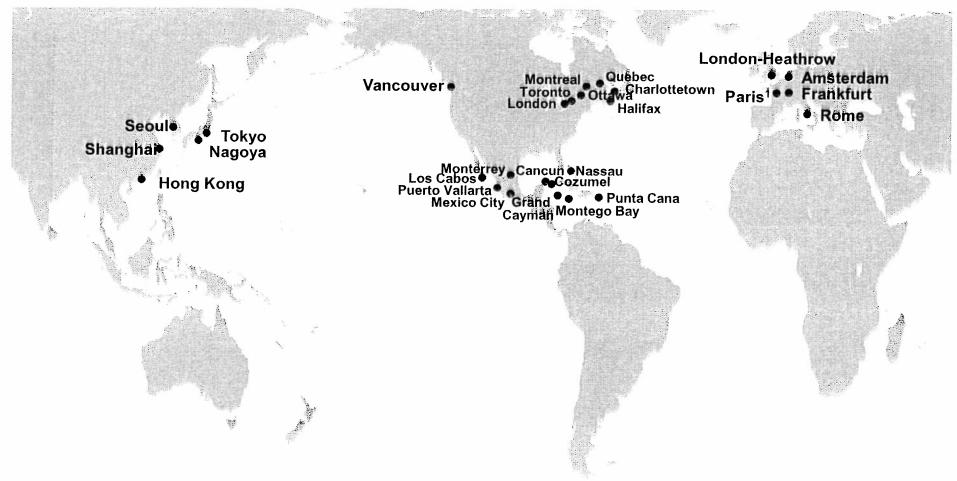
### Delta Is A Michigan-Wide Operation



<sup>&</sup>lt;sup>1</sup> Scheduled flights inbound and outbound on a Monday in December 2009. Flights per day varies with day of week and time of year; for example, Delta has 1,046 Detroit flights in the current schedule for Wednesday in July 2010.

## Delta's 2010 Schedule Connects Michigan Nonstop To 28 International And 127 Domestic Destinations

Delta offers system-wide access to 356 destinations and 65 countries



Delta introduced Shanghai and Rome service in 2009 and will commence Seoul and Hong Kong service in June 2010

<sup>&</sup>lt;sup>1</sup> Paris service is operated by Delta's Joint Venture partner Air France

# There is a correlation between destinations served by Delta and Foreign Direct Investment

### Companies with International Operations in Michigan

- Germany 610
  - Japan 549
    - U.K. 512
- Canada 500
- Netherlands 476
  - France 295

#### **Delta Service**

- Frankfurt
  - Narita
- Heathrow
- 7 Destinations
  - Amsterdam
- Paris (Air France)

Source: Dunn & Bradstreet/MEDC

### There is a correlation between Direct Service and Export Markets

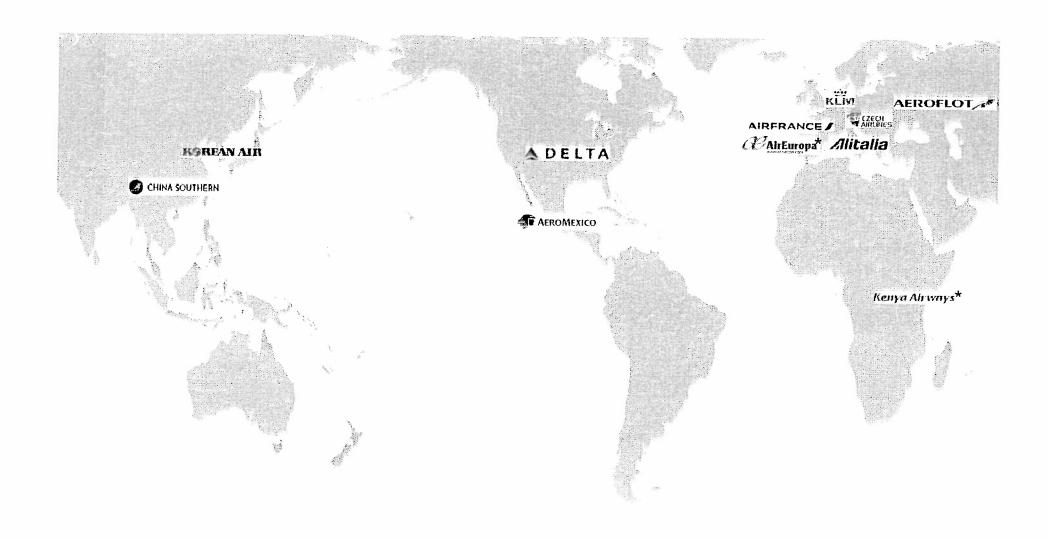
#### **Top Export Markets (\$ millions)**

- 1. Canada 23,807
- 2. Mexico 6,415
- 3. Germany 1,562
- 4. Japan 1,438
- 5. China 1,288
- 7. United Kingdom 694
- 8. France 627
- 9. Republic of Korea 622
- 12. Netherlands 490
- 21. Hong Kong 196
- 22. Italy 192

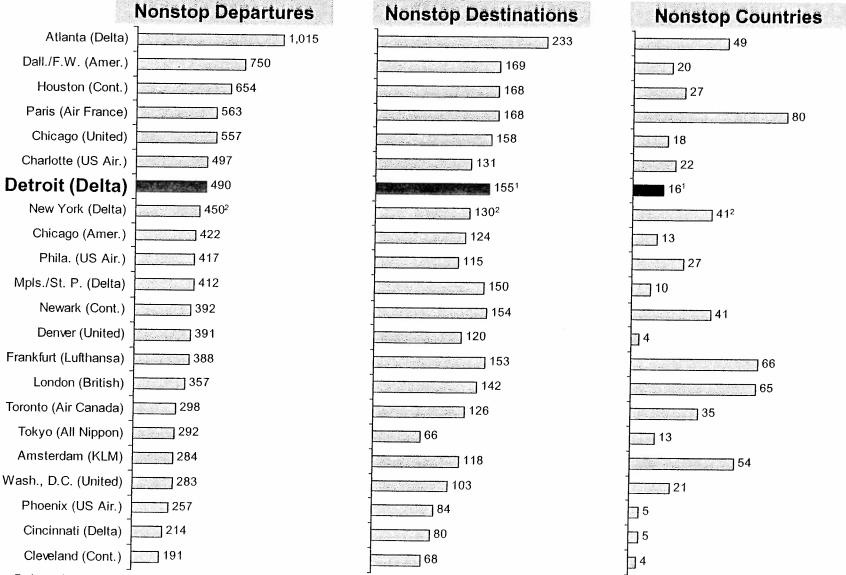
#### **Delta Service**

- 7 Destinations
- 6 Destinations
- Frankfurt
- Narita
- Shanghai
- Heathrow
- Paris
- Seoul (June 2010)
- Amsterdam
- Hong Kong (June 2010)
- Rome

# With Sky Team, Michigan Has Access To 856 Destinations In 169 Countries



# Delta Provides Michigan With One Of The World's Largest, Most Comprehensive Airline Hubs



<sup>&</sup>lt;sup>1</sup> Includes Paris service operated by Delta's joint venture partner, Air France

<sup>&</sup>lt;sup>2</sup> Delta's New York figure includes LGA and JFK and is a projected total after building the LaGuardia hub (subject to government approval)

Source: Airline Schedules as of December 29, 2009. Includes top 10 U.S. hubs and select other U.S. and global cities. Includes multiple airports in cities where an airline has a multi-airport hub operation (e.g. Air France dual-hub at Paris CDG and ORY). Nonstop departures are for a Monday in December '09. Nonstop destinations and countries include any available for sale in current schedules between December 2009 and October 2010.

### Delta Facilitates Global Commerce For Michigan Businesses

#### Thousands of Michigan businesses fly Delta

- Delta has 114 Corporate Accounts in Michigan
  - Includes account relationships with most large businesses in the state
- Delta has 5,400 SkyBonus Accounts in Michigan
  - Delta rewards small- and medium-sized companies through the SkyBonus program
  - The company earns SkyBonus points while the traveler simultaneously earns SkyMiles
- Countless other Michigan small companies and independent business people rely on Delta to serve their commercial needs

### Delta takes Michigan business around the world Delta International Corporate Account Trips From Detroit

